



CO2 GRO Inc.

Webinar

September 2023

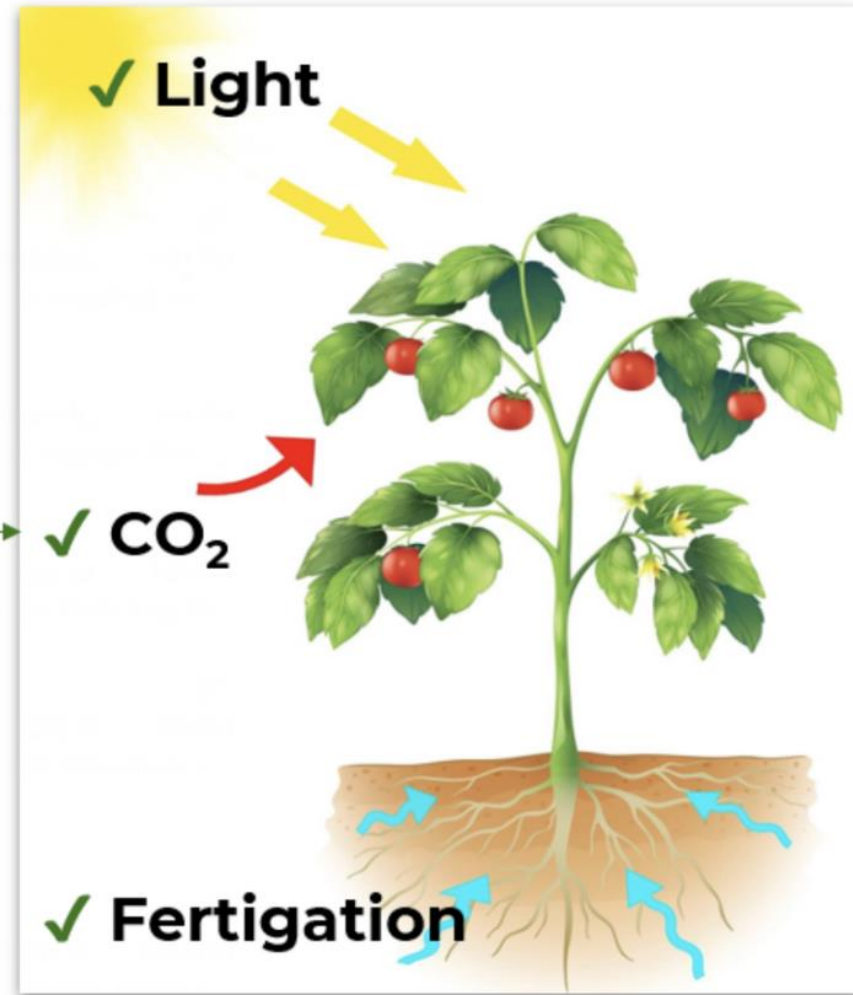
20 September 2023

Our Vision

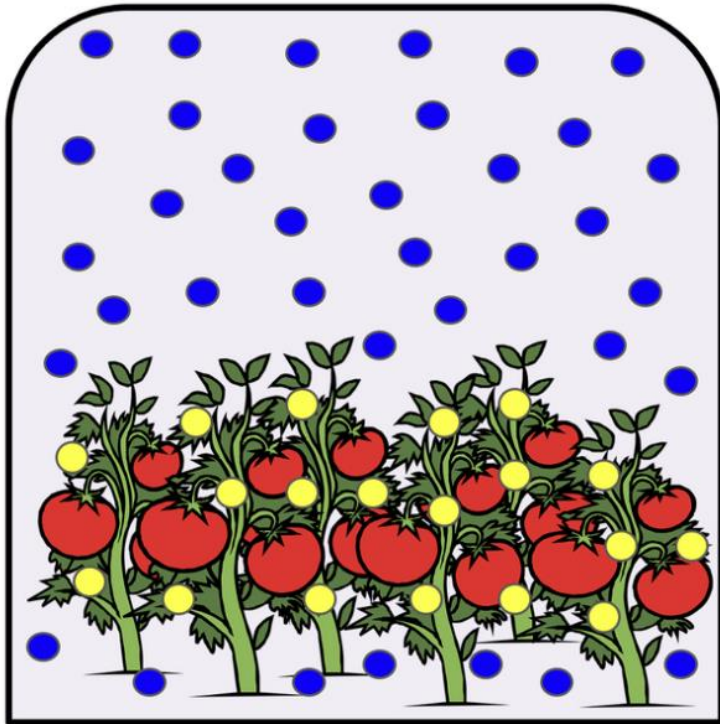
CO2 GRO Inc. (TSX.V: GROW | OTCQB: BLONF | Frankfurt: 4021) is a People, Planet, and Prosperity-focused precision ag-tech, clean-tech company.

Our vision is to sustainably transform the 700 billion sq. ft. of protected fruit & vegetable growth facilities so they can profitably increase yield by up to 30% and feed up to a half billion more people globally.

Photosynthesis

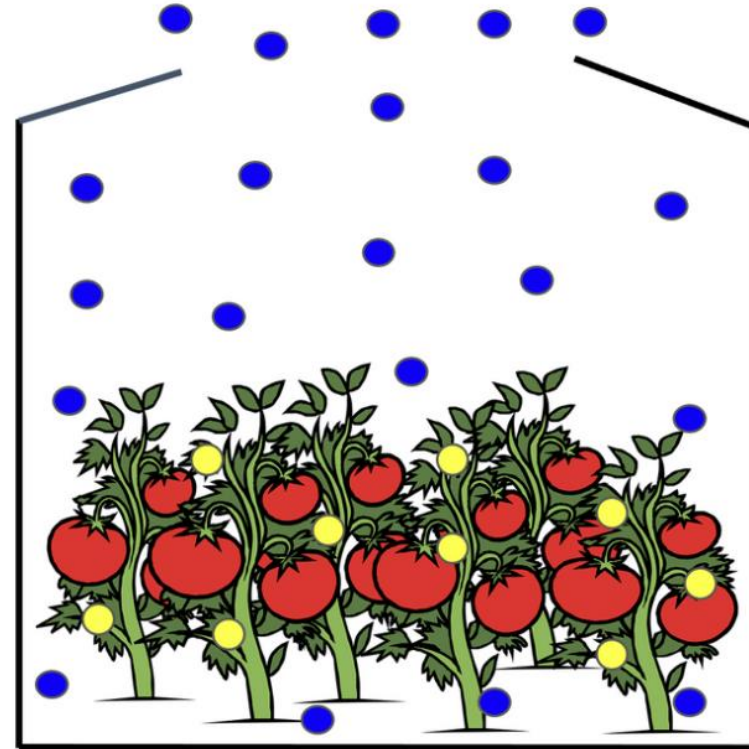


Traditional CO₂ enrichment



Sealed facilities

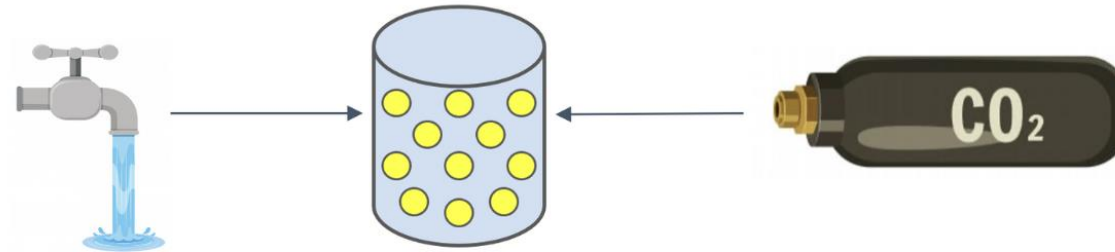
- CO₂ gassing up to 1200 ppm
- CO₂ gas available for plants



Unsealed / venting facilities

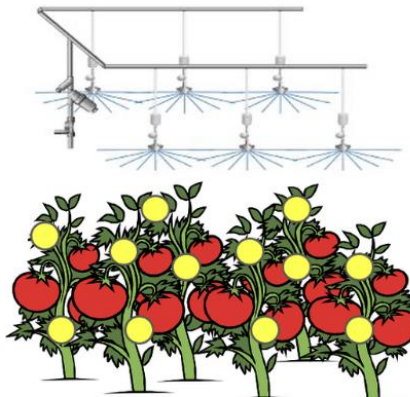
- **Sub-optimal** CO₂ 400 - 600 ppm
- Less CO₂ gas available for plants

Our Sustainable CO₂ Enrichment Technology



CO₂ Infusion System
dissolves CO₂ gas in water.

Aqueous CO₂ solution is **misted** onto the plants to
create a **microfilm** on the leaf surface.



Benefits All Protected Grow Facilities



Tunnel



Net house



Shade house



Indoor vertical farm



Hoop house



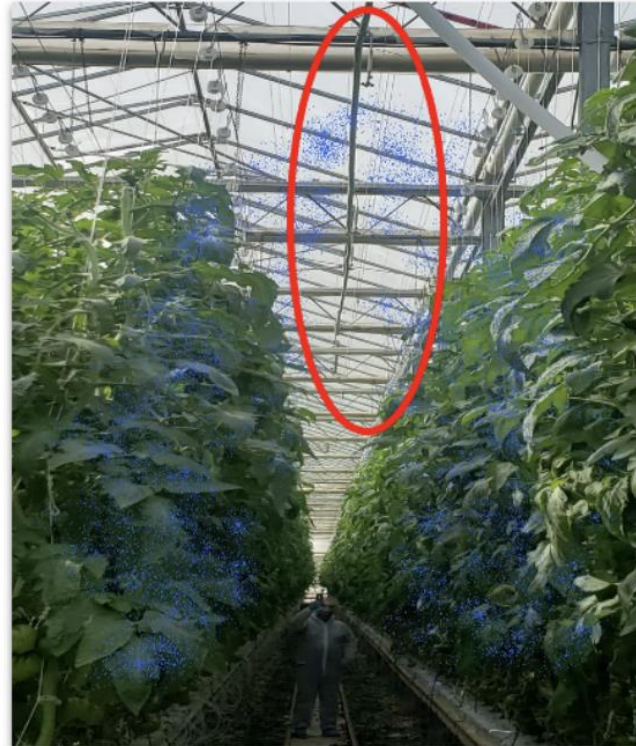
Greenhouse

Microfilm created from top-to-bottom

Pepper greenhouse



Tomato greenhouse



Cucumber greenhouse



What Growers Want

- **2-4 kg/m² (15%-30%)** more production.
- **Reduce operating costs** and cost per unit of production.
- Environmentally and financially **sustainable solutions**.
- Growers want **more profit!**

CO2 GRO's technology offers all of the above and more!

Our Grower Focus

- **Protected grow** facilities that vent.
- Typically, **40 deg. N & S of the equator**; and Temperate climates where venting is done spring through fall.
- Growing **tomato, pepper, cucumber, leafy greens** and high value flowers.

How We Sell

- **Focus on leaders:** growers who are known to try new technologies.
- **Three R's:** Results, Reputation, Referrals
- We sell our technology based on **cultivation area**.
- Commercial contracts either **Capital Purchase** or **Pay-For-Use (PFU)**.
- Most growers want to test our technology with **Technology Adaptation Projects (TAPs)**.

Highlights of Completed TAPs

- Hidroexpo (El Salvador, pepper): Three season average was **2.15 kg/m²** more production.
- The Cucumber Man (Alberta, cucumber): Two grow cycles averaged **2.75 kg/m²** more production.
- Large EU-based customer (N. Africa greenhouse, tomato): **1.7 kg/m²** more production.
- Colombia customer (Colombia, rose): **25%** more stem production.
- All customers reported significantly **reduced powdery mildew**.

Commercial Contracts to Date

- Hidroexpo (1H 2023): **C\$1 million cumulative PFU contract** - \$4 million total opportunity
- Canadian greenhouse (1H 2023): approx. **C\$500,000 PFU contract** for entire facility
- Total Cumulative Sales Contracts to Date: **C\$2.1 million**

Key Improvements Being Implemented Now

- Sophisticated Dynamic Control System
 - Plant Conditioning
 - Chain-Link Optimizer
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- **Translating into more consistent results and improved profit for the grower and CO2 GRO**

2024-2025 TAPs and Anticipated Sales

- **Total Sales Opportunities from TAPs: C\$83 million**
- Hidroexpo: \$3 million opportunity left to capture
- Large EU-based customer: \$1.5-\$3.0 million first order
- Colombia rose customer: \$1.5 million sales opportunity
- Mexico pepper customer: \$1.5 million sales opportunity (10% more production to date)
- Mexico tomato customer: \$1.5 million sales opportunity
- US leafy green customers: \$4.5 million sales opportunity
- Ontario customers: \$2.5 million sales opportunity
- New 2024 TAP customers (Canada, US, Central America, Mexico, Europe/UK): \$65 million sales opportunity

Current Customers and Partners (C\$330m Sales Opportunities)



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Global sales pipeline of about 250 million sq. ft.

Why are we confident about our future?

- **Our technology is now enhanced** with our new Control System, Plant Conditioning advisory and Chain-Link Optimizer protocol.
- **We are recording consistent results** throughout all our TAPs due to the implementation of these lessons learned.
- **Our new PFU commercial model** is being widely accepted by growers.

Why CO2 GRO Is The Most Compelling, Undervalued Ag Tech Story Right Now

As the high costs of traditional soil farming inputs, farm labor shortages, and the detrimental impacts of climate change play havoc with the world's critical food supplies and traditional soil-based farming, **CO2 GRO provides protected growers with increased plant growth (+30%) & better health (with our patented "Pathogen Perimeter Protection™")**, which translates into greater profits at extremely low operating cost. Growers are lining up.



CO2 GRO Inc.

Q&A

Questions

1. How is it that you can achieve similar results to atmospheric enrichment yet only use 2-5% of the gas?
2. Does CO2 GRO also supply the CO2 gas or just the technology?
3. Does the technology affect the ambient conditions in the air?
4. Is the CO2 mist safe?
5. Who is your sales team?
6. How long is the sales cycle?
7. Why are our patents taking so long to get done?
8. The PR mentioned financing for PFU contracts. Please elaborate.
9. How much more profit does a grower make using our technology?
10. What has been the biggest challenge to sales, and how are you overcoming this?

Questions

11. What other products are you working on/do you have in the pipeline other than irrigation systems that may increase revenue or profitability? Have you ever considered a product such as a spray bottle to be sold straight to residential consumers or growers (something that anyone growing in their garden can just pick up for a fee?) And if you haven't, why not?

12. Have you ever considered an installation fee, followed by a monthly payment to increase profits and revenue over the long term (similar to an internet provider)

13. What are you doing to market the product and increase awareness? As someone who has been in sales a long time, the one thing I noticed is that if the product is good (as co2 grow is) then the product should have no problem selling if thw right clientelle is targeted.

14. What are you doing overall as a company to help increase company market cap and profitability?/ What are you doing to keep shareholders happy?

----- responses to questions not answered during the webinar (below) can be found in Q&A supplement:

15. Regarding trials:

- 1. Is it a big deal or big risk for companies (growers) to commit to a trial ?
- 2. How many growers that have engaged in a trial went on to purchase the system? How many, if any, declined to proceed ?

Qs during webinar

Assuming you charge \$1.00 US per square metre and the tomato or pepper production increase by 2kg/m² : What's the ROI for the grower? 2 or 3X per dollar spent

How does the misting work in greenhouses with high air exchange rates?

You note a dramatic reduction in powdery mildew problems using your solution. Please provide more colour on this: frequency of problem ?, impact on yield if it occurs?, time to get the greenhouse back into production?

Aside from the big 4 (tomatoes, cucumbers, peppers, leafy greens), are you testing the technology with other growers/emerging markets?

Does the injected CO₂ stay in the liquid film (on leaf surface)? and how often do you have to supply the co₂ via misting to achieve comparable results like in for example CEA closed systems with enriching to 800-1200 ppm CO₂ continuously?

How many TAPs are ongoing and what is the average seasons are they on season 1,2 or 3 rd season

What is the percentage of taps that have converted to sales

Great presentation guys very informative thank you! How much cash is the company expected to raise in the future using dilution?

Are there competing systems to yours that are also attractive for growers? Are your patents protecting you sufficiently?

Is 3 seasons the maximum for taps for any one custom?